Sept 10 — 1987
Sunday.

Dear Harold

Thanks for your letter of the 15th. What is exciting, as you say, is beating them at their own game — a bit.

We got this book out somehow, though it nearly did us in.

As I told you, I sold 2000 bks to Dalton, but don't have details yet on payment. I'm very wary of all these people.

Our ad in the radio talk show mag has been moved up to Oct 1st.

I'm headed for North Carolina for appearances, and I've sent Robert to Dallas next week with a load of books.

If you want to retypeset and reprint Whitewash II, and I have the money this winter, I'll do it, and you can pay me back. Or we can have my little company do it under my imprint, and you sell them as before.

With regard to high speed web presses, the plates must be discarded after each use. The process is still cheaper than the old technology.

10,000 perfect bound copies of my book, which is a thick one with about 540 pp plus so, glossy photos etc, would cost $17,000 at the new printer. The 1st printer I used cost a lot more — on sheet fed presses, higher quality paper etc. They also gave us credit.

I'm now at the most advanced + economical printer there is.

I'm making my sixth nationwide broadcast from Baltimore — American Radio Network — 38 states, 150 stations. They sold a lot of books for us,